HOW TO MAKE MONEY EASILY

WITH

THE NEW PATENT

Double Bracket Clothes Dryer.

Please Read Carefully Every Word.

PRIVATE TERMS TO DEALERS

STRICTLY CONFIDENTIAL.

FROM THE OFFICE OF W. T. BUSH & CO,,

76 KING ST. WEST, TORONTO, ONT.

DEAR SIR,—With this we hand you our circular from which you will learn the nature of the business for which we desire your trade. If you are out of employment or engaged in anything which does not take up all your time we shall be pleased to have you carefully investigate this matter for yourself.

The article named in our circular accompanying this has been thoroughly tested by competent parties and proved to be the most useful, durable, and convenient article ever invented for the purpose. We can give you the names of many who are now selling them, who are making it pay them handsomely. And in a few months we can give you the names of hundreds, judging the future from the past. We can venture safely to say there is no household article at the present time that has a greater demand and sells more rapidly than our Patent Clothes Dryer.

There is no family but will sooner or later have one of the large size and many of them will have from one to five or six of the small ones to put in the chambers to hang towels on. Your profits are never less than $1.50 each. Our agents

that are already at work average eight to ten per day when working, while some of the best have sold as high as twenty in a single day. Suppose you average ten per day, and that is an ordinary days work. We have several who sell double that amount out of the few we now have. But we will calculate at only ten clothes dryers per day. Your profits amount to $15.00 per day; $90 per week; $390 per month; and $4,680 per year. We can give you the names of several who are doing better than that in the city, but in the country we do not expect dealers to sell quite so fast. But we will put the calculation right down to the very lowest possible estimate, allowing for bad weather, bad roads, sickness, and all other drawbacks, and calculate you sell on an average only three per day, your profits amount to $4.50 per day; $27.00 per week or $118.00 per month, and $1,460 per year, which is more than you could really hope to get by month at any other business and then be obliged to work hard all the time. The above is a true and candid statement of what others are actually doing and no more than what you or any other person can do who will go into the business faithfully and with a determined mind to make it successful.

There has probably no article ever been introduced to the public which sells more readily and is more needed by every family than our Patent Clothes Dryers.

Every housekeeper must have something to dry their clothes on as much as a flat iron to iron them with. And they want a strong, durable, convenient article, and will have it if it is to be had.

The price is low, and every one, either rich or poor, can well afford to have one. Wherever our Clothes Dryers are used they meet with the highest approval of the people. And we intend to maintain that reputation by sending out an article that will give satisfaction and prove itself to be all it is recommended.

Our Patent Clothes Dryers are all put up in bundles of six, as we do not sell less than six at wholesale to any one.

Our Wholesale Price to Dealers.

	Price to dealers.	Retail price.	Profit.
Large size, five feet long, in lots of six or more, for kitchen use, each	$1.00	$2.50	$1.50
Small size, two feet long, for chamber use, each, in lots of not less than six	50	1.50	1.00

For one Clothes Dryer, or any number less than six, we charge the retail price, $2.50 each.

We do this for the benefit of our customers, to protect them from loss by parties who have an idea that they can get a Clothes Dryer cheaper by sending direct to us. Whoever trys it will be mistaken. Their money will surely be returned to them and their letter sent direct to our nearest dealer who is licensed by us in their vicinity. We will not retail goods at wholesale prices; and we will sell at wholesale only to those who become our regular customers. No others need apply.

Territory.

We do not limit territory, but allow you to sell wherever you can do the best until the territory is sold, and then we shall refer you to the purchaser of such territory and you will have to purchase of them, which you can do at the same prices as you can of us. We would particularly advise agents not to run from one place to another in search of better territory, for where you are is always the best, and you will do far better each successive time through a district or neighbourhood that you have previously canvassed, for every Dryer put up and sold is as good as an advertisement, which gives the people who did not purchase at first an opportunity to see that the article is really good and well worth the price asked for it. Consequently, they are anxious to buy as soon as you come round again. You can always sell a great many more in territory where they have been introduced.

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ADVERTISING.

For those who order seventy-five Clothes Dryers at one time we will insert an advertisement in their County paper over their own name. Those having a running advertisement in the locality where they are selling find it a valuable assistance to them, as their name, business, and address is constantly seen by almost every one living in the County, very many of whom will call and purchase at your house, and in a short time your business will be so well established that you can do a good paying business without travelling at all. But remember we do not advertise unless an agent has bought seventy-five, as we shall not feel justified in doing so on the small profit of any less amount. In sending an order for seventy-five, please at the same time give us the name of your County paper or papers and also the publishers' name.

HOW TO ORDER.

Each order should contain distinctly the name of the Express Company, Steamboat, Stage or Freight Line by which you wish the goods sent. Also, the name of the station where the goods are to be left. And by all means your name and Post Office written very plainly so as to prevent even the slightest liability of a mistake or delay, for we wish to have every order filled with promptitude and dispatch. We hold ourselves responsible for the safe delivery of all goods. Dealers are authorized to deduct five per cent. from the amount of their bill when they send the cash in full with their orders. This five per cent. might as well be saved by the dealer as to give it to the Express Company, as it always costs us from three to five per cent. to collect bills through the Express Company, and often times on small amounts still more.

The best and cheapest way is to send your money with your order, save your five per cent., and have your goods come by fast freight, then the parties cannot find out what they cost you, as they can when the goods are sent C.O.D. by the Express Company and the money paid to them. We merely state these facts leaving every one to do as he pleases. Parties ordering goods to be sent C.O.D., must have the money ready as soon as the goods arrive at the Express Office, as we always fill every order immediately after it is received and we think it is no more than reasonable to ask for a prompt return. Money can be sent in perfect safety to us by means of Bank Draft, Express, or by Post Office money order, or it can be sent at our risk in a registered letter. Whatever way it is sent it will be promptly and safely delivered to us. We have never lost a dollar since we have been in business, which is over eight years, and we receive large amounts daily through the mails. Please write Post Office address and shipping address separately.

C. O. D. ORDERS.

We prefer that all orders should be accompanied with cash in full. But as a special accommodation we will send the goods C.O.D., to be paid for on delivery on receipt of 20 per cent of the amount of the order—the amount sent in advance being deducted from the bill. In this case we always collect return charges on the money. This can be saved by sending the cash in full with the order.

Although our house is widely known from Nova Scotia to Red River, yet there are occasionally parties who delay their orders just from the simple reason of not having ever dealt with us before and are too cautious to send in their money for goods for fear of not being promptly dealt with.

To those we particularly request not to send money in advance as we will send the goods C.O.D., and the money can be paid to the express agent where and when you receive the same; by this means all doubt and fear is relieved and business can be transacted just as well as though you were

here and bought in person. The Express Agent will always give you our receipt for the money at the time you receive the goods. All orders are filled the same day they are received and notice of shipment sent immediately by return mail to the party or parties who are to receive the same. Goods cannot be sent C.O.D., by freight; they can be sent C.O.D., by express only.

By the Month.

We also hire Agents by the month—so much and travelling expenses. After a person has been in the business thirty days, we will correspond with him in reference to a regular engagement by the month. We never, under any circumstances, hire an agent until he has tried the business, and we see just how much he can do at it: then we can calculate accordingly how much we can afford to pay him. We are now paying fifty dollars and upwards per month and travelling expenses, according to a man's ability for selling. Some we can afford to pay as high as one hundred dollars per month and travelling expenses.

We are confident there is not another agency business in the Dominion that will pay you anywhere near as well as this, and you will fully corroborate our statements before you have been in the business two weeks. It is a waste of paper and ink to write us asking us to vary from the terms stated in this circular, for we know of but one proper way of doing business, and that is to deal with every one alike, and with all fairly and liberally. Now, if you wish to go into the business, and stand an equal chance with others that are making money, all you have to do is to send on your order, and our part will be promptly attended to. With each order we send a quantity of public circulars for distribution.

Hints Well Worth Remembering.

In commencing to canvass in a new locality always secure first the most prominent and influential names. A good name at the head of your list will always prove an advantage to you. Sell to the most leading families first if possible. Don't fail to secure their name and influence. Others invariably buy a great deal more readily when they see the names of leading citizens upon your list, they will purchase, acting almost entirely under the judgment of their neighbours who have just bought; saying, if they think it is good I will have it also. Never forget the part of courtesy, and always act genteel at all times and at all places; answer every question promptly and politely and be prepared to meet all objections. Never allow yourself to exaggerate, but confine yourself strictly to facts, for this is not only honest but the surest road to success and prosperity.

Our customers at present are all first-class, ambitious men, reliable and thorough workers, and we shall be happy to enter your name upon our books as one of our customers. We can safely say there are few opportunities equal to this, and after you have engaged in the business thoroughly you will not regret having done so. Nearly every one of our agents to-day are doing a splendid business and the only question with you is, are you prepared to take hold of the business heartily and determinedly? If so, you are sure of success, for to him who has a will ways are seldom wanting.

How to Sell to Everybody.

Take several of the Clothes Dryers right along with you and be *sure to call at every house*, and those who may not have the money to pay at once put a Clothes Dryer up for them, see how nicely it will look and work. Leave it until you call again and you may rest assured that if you put it up just so sure it is sold; for not one in a hundred will let you take it down, but will have the money ready and pay you as soon as you come around. We know this to be a positive fact from actual trial. The best way is to travel on foot, carry a number of them with you and not be bothered with the expense of a horse as you can have them sent per express or freight to any town you want, and you will sell just as many and make more money in the end.

Profits of the Business.

Ten of our new Clothes Dryers is a fair average per day, the profits of which are $15.00 or $90 per week, or $360 per month, which is more than double what you can possibly earn at any other business. And any one who cannot sell

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five of them per day we set them down as no salesman, or lazy, and could not sell gold dollars for seventy-five cents each. These Clothes Dryers are a practical thing and any person can plainly see its merits, and you have no trouble to convince them. In conclusion we ask you to make a trial and if you have half a will and determination to work, our word for it, money can be yours in abundance.

A Word to Strangers.

Strangers remitting us money by letter need have no fear of doing so. The Postmaster of Toronto has known us for many years. So to make you safe as well as feel safely we suggest that you write upon the outside of your envelope of your letter the following: "If the firm of W. T. Bush & Co. are not all right the Postmaster at Toronto will please return this by next mail to ———

With these circulars we enclose a blank order for you to fill out, so there can be no possible mistake or delay in shipping.

Now we have laid the plain facts before you and have only to say in conclusion, reflect and act promptly. We have explained to you the nature of a business which is light, honourable, and highly profitable, a business which will pay you far better than any business under the sun requiring ten times or even a hundred times more capital. Take hold of it in earnest and success is sure to follow. Those who take hold of it in earnest are the ones we want, and, by our combined efforts, with your own you, will abundantly succeed. You are invited to call and see us when you can; when this is impossible write to us often, and be assured your letters will always be welcome and promptly answered. Do not run the risk of losing good territory by waiting, but send in your order and commence business at once, and all of your demands shall be promptly supplied. But if you are so situated that you cannot under any circumstances go into business yourself, please do us the kindness to hand these circulars to some friend or acquaintance who you think would be likely to engage in the business.

Hoping to hear from you soon,

We remain, respectfully,

W. T. BUSH & CO.,

76, King street West, Toronto.

187-. Dryer.

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